**Girl Scout Promise**
On my honor, I will try:
To serve God and my country,
To help people at all times,
And to live by the Girl Scout Law.

**Girl Scout Law**
I will do my best to be
honest and fair,
friendly and helpful,
considerate and caring,
courageous and strong, and
responsible for what I say and do,
and to
respect myself and others,
respect authority,
use resources wisely,
make the world a better place, and
be a sister to every Girl Scout.

**Mission Statement**
Girl Scouts of San Jacinto Council builds girls of courage, confidence and character who make the world a better place.
Dear Friend,

Girl Scouts has fueled the female leadership pipeline for more than a century. With support from our community we have inspired girls – the leaders of tomorrow - and created meaningful experiences for volunteers. This is a legacy we are incredibly proud of.

We are happy to share highlights in the following pages featuring some of our girls and volunteers who are using their strengths to make an impact on the world around them. Each comes from a different background and possesses different skills, but they are all determined to lead and are better equipped thanks to Girl Scouting.

Like them, there are thousands of girls in our council who have an inspiring story to share – one that talks about finding their voice, overcoming fears and trying new things. Perhaps they are in the sailing program at Casa Mare or maybe they’re new to Girl Scouting and are learning the meaning of our Promise and Law. The stories and possibilities are endless thanks to our collective commitment to provide girls with extraordinary experiences that help them succeed at home, at school and in our community.

This past year, in addition to our on-going focus on the great outdoors, entrepreneurship and life skills, we grew our STEM offerings with more than 42 new badges for cybersecurity, coding and space sciences. Girl participation in our STEM program grew and we doubled the number of robotics teams - with one of our very own First Lego League teams qualifying for the World Championships!

More importantly, we continue to serve girls who need us most through our Community Outreach program and by providing financial assistance so that the cost of membership or a vest never stands in the way of a girl pursuing her dreams or achieving her full potential as a Girl Scout.

Please join us as we reflect on another great year of building girls of courage, confidence and character, who make the world a better place! None of this would be possible without the support of you– our closest friends, volunteers and donors.

Mary Vitek
CEO

Dee Hinkle
President and Board Chair
2018–2020
Highlights from around the Council

Total Members

73,682

18,711 Adults

54,971 Girls

Daisies: 9,493
Brownies: 11,905
Juniors: 11,552
Cadettes: 16,882
Seniors: 3,343
Ambassadors: 1,796

Counts GSSJC serves

54,971 Girls

42 the number of badges Girl Scouts added this year with a focus on STEM and the outdoors focusing on:
• cybersecurity
• outdoor adventure
• space science
• coding
Gold Award: 138  
Silver Award: 514  
Bronze: 1,176

Total number of girls who have earned highest awards

What do Girl Scouts do? Girl Scouts discover, connect and take action to make the world a better place through unique programs that promote: entrepreneurship, life skills, the outdoors and STEM.

Packages of Cookies sold: 4,176,732

Average number of Cookie packages sold per girl: 182

22,902 girls participated in the Cookie Program.  
9,190 girls participated in the Fall Product Program.

Adult and girl visits to Camp: 57,356

Girls participating in summer resident camp program: 1,794
STEM

WHY STEM?

91% of girls say that because of Girl Scouts, they enjoy learning about technology.

Girls develop important STEM-related skills from industry professionals.

Girls learn to persevere when faced with challenging problems.

Girl Scouts in STEM programs:

- like math more
- are significantly more interested in having STEM careers

GSSJC partners with Stephen F. Austin to offer STEM Day

Girl Scouts of San Jacinto Council works with more than 20 partner organizations in 20+ areas of STEM with opportunities available for all levels, Daisies to Ambassadors.

A majority of girls are more confident in their science and math abilities after participating in Girl Scout STEM programs.
Imagine her taking on some of the biggest challenges and problems our planet faces—and helping solve them. Or having a career that's engaging and well paid. Imagine her teaming up with others to invent the future. That future can be a reality, thanks to science, technology, engineering and math (STEM).

GSSJC is ensuring girls have access to that future through a partnership with Stephen F. Austin State University (SFA). The STEM Day aims to increase student interest in STEM fields, careers and education, according to the program's coordinator, Adrienne Aul. “By participating in different STEM activities, our hope is that scouts not only see themselves in future STEM careers but also see themselves as future students here at SFA,” she said.

Troop leaders love this partnership because it gives their Girl Scouts access to STEM education in a rural area that might not otherwise have it. Angela Cooper, leader for Troop #102002, says her girls have enjoyed learning to code, bubble experiments, virtual reality videos and so much more at SFA's STEM Day. “The most valuable skill obtained by participating in STEM Day is confidence in their own abilities when it comes to STEM,” said Angela. “Learning the why and how behind the activities gives them knowledge beyond just seeing a cool experiment.”
Because of Girl Scouts...

**84%** of girls have tried a new outdoor activity

**68%** of girls overcame a fear of an outdoor activity

**80%** of girls say they love doing outdoor activities with their troop

Plus...

Monthly outdoor exposure contributes to girls’ challenge seeking and problem solving skills.

1 badge earned in outdoor skills is all it takes for girls to increase their outdoor competence
From the backyard to the backcountry, Girl Scouts has a long and storied history of getting every girl outdoors. In fact, many Girl Scouts say camping trips are one of the best things about their Girl Scout experience. Volunteer Lolita Murrah has had a different journey to enjoying the outdoors with Girl Scouts. She was never a Girl Scout as a girl, but her father made sure Lolita and her sister learned to appreciate the outdoors. They would regularly camp, fish and hike together, which gave her a love for nature. When Lolita’s niece moved to town and joined Girl Scouts to make new friends, Lolita saw an opportunity to instill her love of the outdoors in a new generation. “Outdoor experience is vital,” she said. “It creates an awareness of the world outside of ourselves. It shows girls, first hand, important natural resources in our environment, and I hope encourages a desire to protect those resources. And being outdoors is the great equalizer: everyone looks disheveled and smells like [campfire] smoke, so you can just have fun.”

Lolita loved her experience at GSSJC’s camp properties so much that when a family camping weekend popped up on the calendar for Memorial Day weekend 2019, she immediately signed up so she could share the camping experience with her 6-year-old son. “[My son has] only experienced tent camping, so he was very excited by the platform tents at Camp Robinwood,” Lolita said. “He really liked the Corcls, swimming and the campfire where, when everyone was sharing camp songs, he got up and shared a “Thomas the Train” song. ” Family camping is an opportunity to share your love of Girl Scouts with the whole family.
Because they are Girl Scouts:

80% Have a strong sense of self

79% Participate in leadership activities when working in a group

79% Participate in community service activities, like volunteering

Life skills programs in GSSJC:
• Girl planning boards
• Healthy living activities and workshops
• Environmental awareness programs
• Travel opportunities, including Destinations
• Bronze, Silver and Gold Awards

In Girl Scouts, girls learn valuable life skills including civic engagement, healthy living, communication skills, practical skills and global citizenship. These form the foundation of our program.
Whether it’s by exercising and staying healthy, developing strong relationships with family and peers, advocating on behalf of others, protecting our environment or exploring careers that can truly change the world for the better, Girl Scouts gives girls the opportunity to gain the life skills and the inspiration to accept challenges, overcome obstacles and take the lead. Volunteer Emma Walther is living proof of that. “My Girl Scout experience taught me so many of the skills I use today,” she said. “I can do all of the traditional outdoorsy things like light a fire, pitch a tent, shoot a bow and arrow and canoe, but I also learned other skills like cooking and how to be a leader. The first time I went anywhere on my own was Girl Scout resident camp, and my mom swears I came back a completely different person!”

These days, Emma serves as one of the leaders for Troop #06125. This troop is multi-level, meaning its 70 members span all grades, and comes from Port Arthur, Sabine Pass, Port Neches and Groves in east Texas. Her work with younger girls is what inspired her to seek a degree in elementary education. Her responsibility as a troop leader is one Emma doesn’t take lightly. She encourages her girls to give everything a try, experience something new and become a stronger person...just like she did as a girl member.

“I really believe that one experience can change someone's life, and I think that Girl Scouts is one of the best ways I've come across to get such a broad range of experiences,” she said. “It's so easy to make a positive impact on someone's life, and I just want to pay forward all of the wonderful experiences I had.”
Cookie Program inspires Girl Scout to start business

ENTREPRENEURSHIP

90% of Girl Scouts say it is important for them to learn how to manage money

88% of girls developed money management skills through the Cookie Program

There are 27 entrepreneurship badges girls can earn

5 skills girls learn by participating in the Cookie Program:

- Business Ethics
- Decision Making
- Goal Setting
- Money Management
- People Skills
Emerson Gorsche couldn’t wait to sell Girl Scout Cookies. As a first-year Girl Scout and a third-grader in January 2019, she set her goals high in order to earn recognitions and with persistence and daily work, she met and exceeded them. “The Cookie Program made me more goal-oriented,” she said. “I could see the prizes I wanted, and I continued to sell until I made my goal.”

As a result, Emerson sold more than 1,000 packages of cookies and became a member of the CEO Club – a group of top sellers who have all sold 1,000 packages of cookies (or more) in a single season. “The most valuable thing I learned was to not quit until I am successful and then keep reaching,” she said. “I was excited when I hit my first goal, and then I set a new bigger goal for myself. I kept doing that until I became a CEO!”

But Emerson didn’t stop there. She enjoyed the sales process so much that she decided to start her own business at just 8 years old. She makes and sells slime and uses the proceeds to help others. “I enjoy being creative, coming up with colors and promotions, and believe it or not, I like keeping everything organized,” she said. “That one surprised my mom the most since my room is not organized at all! I really like making money and helping people.”

It’s a passion discovered through the Cookie Program and one she hopes to continue with when she grows up. Emerson says she hopes to own her own business one day – one that helps girls feel good about themselves because she likes making people smile.
Girl Scouts introduces 42 new badges in 2019

Girl Scouts introduced 42 new badges that allow girls to make their own choices about how they want to experience and influence the world. The badges enhance the organization’s existing girl-led programming, offering girls everything from outdoor adventuring to learning how to use coding to solve problems they care about. Girl Scout programming has long promoted independent decision making, which helps girls challenge themselves to move beyond their comfort zones and build confidence in their leadership abilities.

Among the new offerings are Outdoor High Adventure badges that feature, for the first time in Girl Scouts’ history, two distinct activity options, letting girls choose how they want to earn each badge. Giving girls choices is important for developing their sense of self, their own voice and gender equality.

The new programming for girls in grades K–12 included:
- 12 Outdoor High Adventure badges
- 18 Coding for Good badges

In addition to existing badge offerings, girls in grades 6–12 can now pursue:
- Nine Cybersecurity badges
- Three Space Science badges
- Think Like a Citizen Scientist, a Girl Scout Leadership Journey

Girl Scouts works with top organizations in fields that interest today’s girls like, codeSpark, the National Integrated Cyber Education Research Center, SciStarter and Vidcode. Combined with Girl Scouts’ expertise in girl leadership, these organizations and specialists advise and weigh in on content to provide the most cutting-edge programming available to girls.
Ambassador Susan Soh named 2018 National Gold Award Girl Scout

Earning the Girl Scout Gold Award is an accomplishment fewer than five percent of Girl Scouts receive. Even fewer – only 10 girls per year – are named a National Gold Award Girl Scout. In 2018, GSSJC Ambassador Susah Soh was named one of those 10 girls.

For her Gold Award project, Susan launched Leer à Mi (Read to Me), a Spanish language children’s audiobook library at SANA Guatemala, a clinic, preschool and library in Santa Maria de Jesús, Guatemala to increase illiteracy and school readiness among native Mayan-speaking children. These children struggled in primary school, and their illiteracy was often linked to difficult life outcomes, like dropping out of school and experiencing poverty. Because of her efforts, more than 400 children visit the library every month to listen to and read books, and most of them score at or above reading level in Spanish by the time they enter public school. By creating instructions on how to record and donate books and teaching members of a local school dropout-prevention program how to record the books, Susan also ensured that the library would continue to offer families effective educational tools.

“I’m honored to have been nominated for this recognition and amazed and excited to earn it and have the opportunity to represent Girl Scouts of the USA and GSSJC at International Day of the Girl in New York City,” said Susan. “I hope that by being a National Gold Award Girl Scout, I can highlight the epidemic of illiteracy in the developing world and the detrimental effects it has on the lives of young women and men, both in Guatemala and globally as well as provide a platform for the incredible work of SANA Guatemala.”
Thank you, 2018-2019 GSSJC donors!

Girl Scouts of San Jacinto Council (GSSJC) expresses its deepest appreciation to the donors listed on the following pages for their generous contributions in support of Girl Scout programs between September 1, 2018 and August 31, 2019. More information on opportunities to support GSSJC is available by contacting Connie Chavez at cchavez@sjgs.org or 713-292-0321.

Great care has been taken to ensure the proper recognition of our donors. If an error or omission does occur, we sincerely apologize and hope you will bring it to our attention. Please address all corrections to Suzanne Boak at 713-292-0273 or sboak@sjgs.org. Thank you for your continued support.

Leadership for a Lifetime

Your gift to this annual fund provides quality services to the girls and adults in all 26 counties we serve. The fund supplies innovative and relevant program opportunities for all girls, and ensures that the best possible training, resources and support are available.

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The Women's Leadership Network (WLN) is designed to bring together strong, connected women and men, who are passionate about supporting the next generation of female leaders through the best leadership development program for girls available—today’s Girl Scouts.
Juliette Gordon Low Society

For more than a century, Girl Scouts of San Jacinto Council has inspired and enriched the lives of girls in our community. Preserving and building upon positive outcomes for future generations of girls is the mission of the Juliette Gordon Low Society, whose members have included GSSJC in their estate plans, no matter the amount. We are proud to recognize those who have already made commitments to our legacy society and invite others to join them as we build a sound future for GSSJC. For more information on creating a legacy for the benefit of GSSJC, contact Diane Pavey at 713-292-0277 or dpavey@sjgs.org.

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Girl Scout Movement-wide Challenge Planned Gift
Dianne Belk and
Lawrence Calder Girl Scout Movement-wide Challenge Planned Gift

The Emerald Circle

The Emerald Circle awards scholarships to graduating seniors who have earned the highest award in Girl Scouting, the Gold Award. Funds are derived from membership dues and donors as well as The Emerald Circle Gold Award Scholarship Endowment Fund. Since 1996, The Emerald Circle has granted 511 scholarships totaling $690,000. For information on how to join or to give to the scholarship fund, contact Princess Zambrano at 713-292-0358 or pzambrano@sjgs.org.

**Lifetime**

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Mary and Ralls Lee
Dolores and John Richards
Karen Rugaard and
James Ward
Jeannae and Marcus Sims
Sharon and Patrick Timmons
Fiscal Year 2019 Operating Revenues

Product Sales is the largest source of revenue for GSSJC, totaling $13,652,000 in net revenue. Product Sales includes the Girl Scout Cookie Program and the Fall Product Program. In addition to being the premier financial literacy program for girls, the Cookie Program generated gross revenue of $20,959,000. Costs included cost of cookies sold of $4,932,000 and bonuses for troops of $3,178,000. The Fall Product Program is a friends and family sale that provides funding for troops around the beginning of the school year. This sale generated gross revenues of $2,035,000, cost of sales of $740,000, and troop bonuses of $492,000.

Operating Contributions and Capital Contributions from individuals, corporations and foundations totaled $1,101,000 and $597,000 respectively. Allocations from United Way agencies totaled $1,281,000.

Endowment Funds Composition

Monies contributed to the endowment fund are intended to ensure the future of Girl Scouting for girls over the next century. By making gifts to an endowment fund with direct cash gifts or through various charitable vehicles, including wills and charitable trusts, you are ensuring the legacy of Girl Scouts in San Jacinto Council.
Fiscal Year 2019 Operating Expenses

Eighty-five percent of total expenses are used for program directly benefiting members of GSSJC. Management and general costs as a percentage of total expenses are 9% and Fundraising expenses are at 6% of total expenses. In addition, approximately $660,000 was spent on capital improvements to our camps and resource centers in fiscal year 2019.

Net Assets as of August 31, 2019

GSSJC’s goal is to maintain 6-12 months of assets available for general expenditures. Due to the timing of our operations, funds raised in one fiscal year are expended in the next. Our fiscal year begins on September 1 and ends on August 31. The Girl Scout Cookie Program is the largest source of revenue, and proceeds are generally received between February and May each year. Remaining proceeds at the time of GSSJC’s fiscal year end earned during the Cookie Program are reflected as undesignated net assets without donor restriction. Also, GSSJC’s net assets reflect a large investment in land, buildings, and equipment, which are not available for general expenditures.
It costs $336 per girl to make Girl Scouting a reality locally

- **$168** Provides Council-wide programs and activities at all levels that enhance troop participation and allow girls the opportunity to build new skills. It also provides the opportunity for girls to participate in activities beyond the traditional troop setting.

- **$61** Develops and imparts the very best training, materials and curriculum for adult volunteers, ensuring the needs of each Girl Scout are met.

- **$47** Maintains, updates and expands the use of all camp properties, resource centers, GSSJC headquarters and the Program Place for Girls.

- **$47** Supports membership development, including recruitment and registration of girls and volunteers, staff support to volunteers and financial assistance available to all members.

- **$13** Enhances the visibility and affirms the successes of Girl Scouting as the premier organization for girls through press releases, media coverage, *The Golden Link*, online community site and www.gssjc.org.
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